

吉利汽車控股有限公司

GEELY AUTOMOBILE HOLDINGS LIMITED

Corporate Presentation

September 2017



Sales Performance

Jan.- Aug. 2017

Overall: 718,236 units, +88% YoY
Domestic: 711,320 units +94% YoY
Exports: 6,916 units -55% YoY

A-segment Sedans
(New Emgrand+Vision+Emgrand GS/GL)

406,859 units +67% YoY



SUVs (Vision SUV+Boyue)

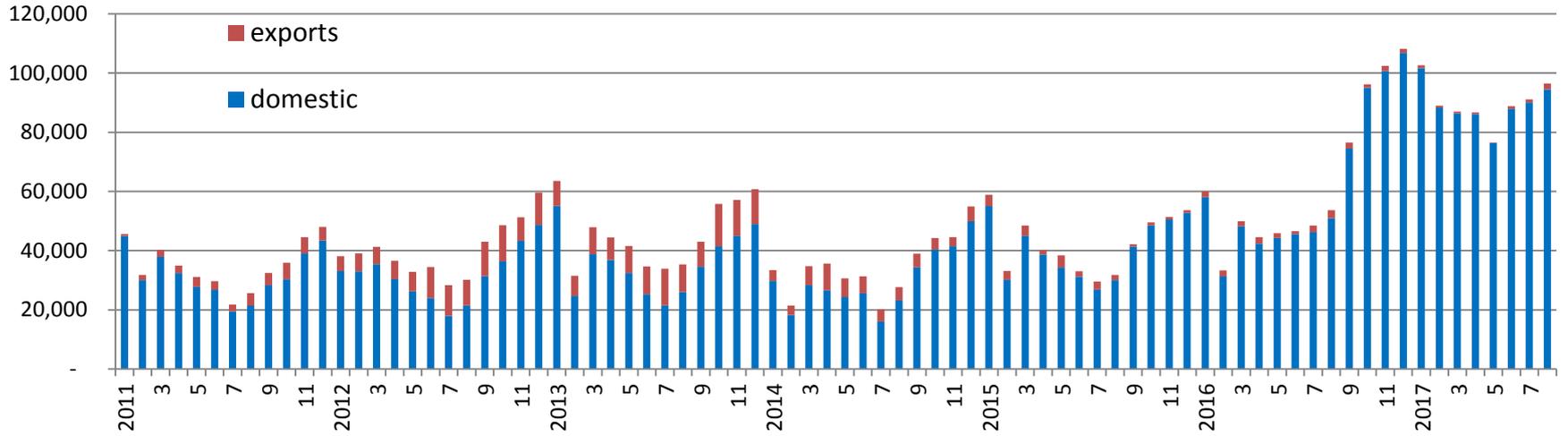
245,811 units +298% YoY



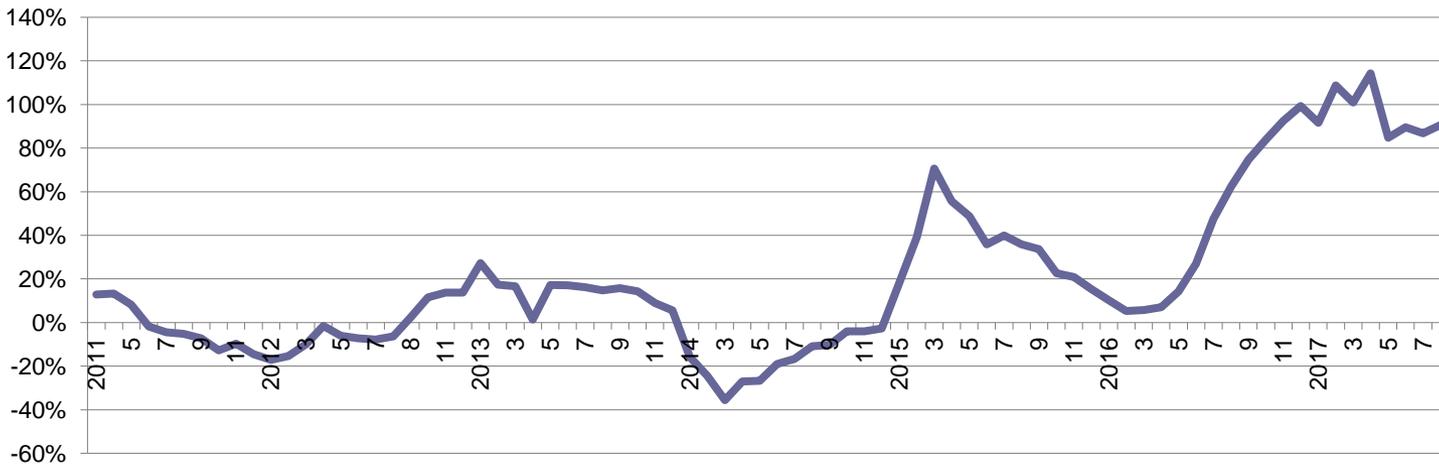
Sales Performance

Jan. 2011 - Aug. 2017

Monthly Sales Volume



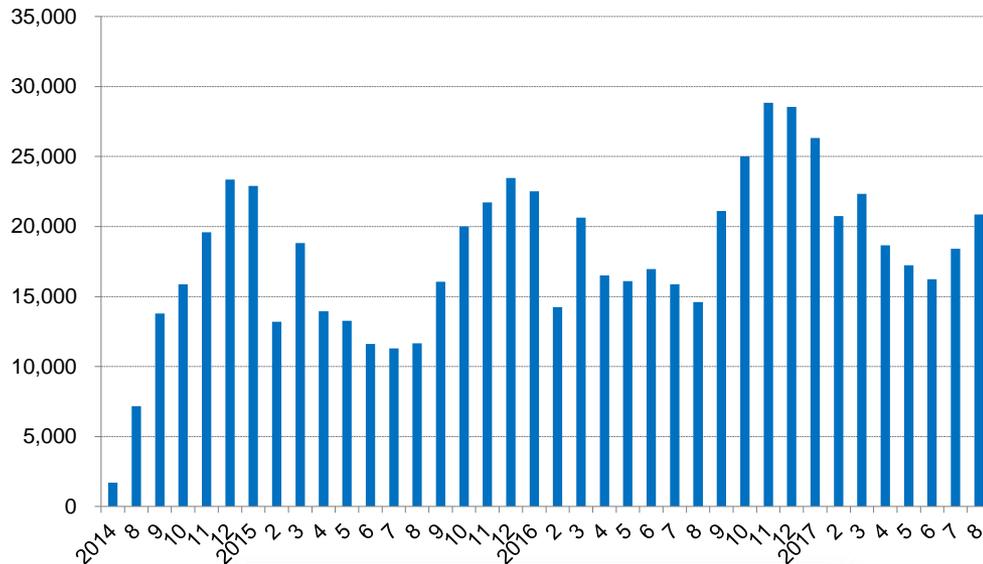
Domestic Sales Volume (3MMA+/-%)



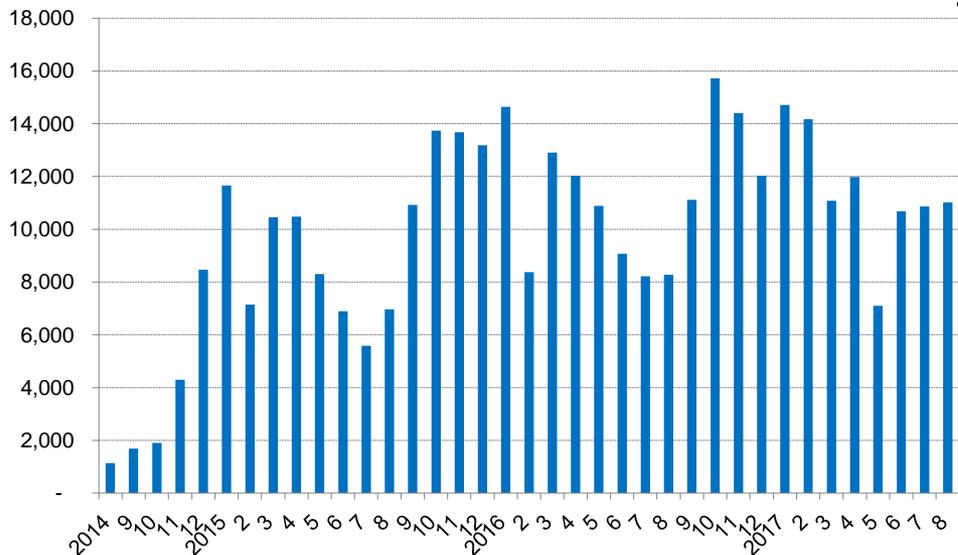
Key Model – New Emgrand & Vision



Monthly Sales Volume of New Emgrand



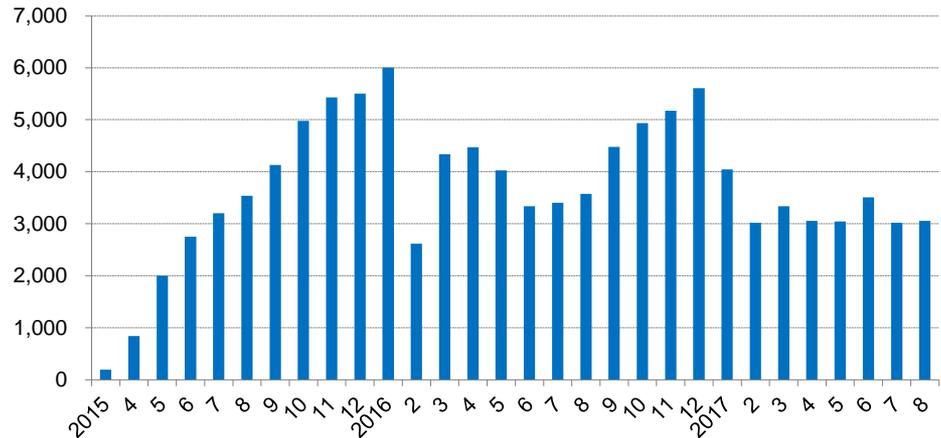
Monthly Sales Volume of Vision



Key Model – GC9



Monthly Sales Volume of GC9

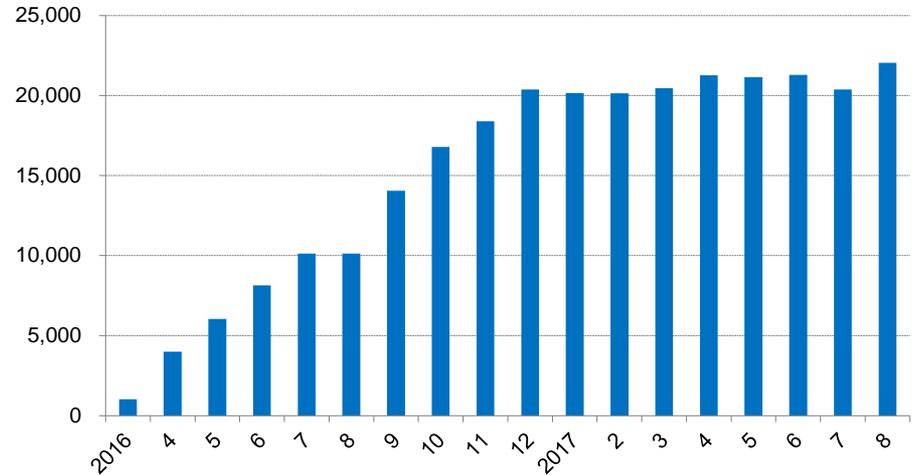


Engine:	1.8T, 2.0L
Transmissions:	6AT
Dimension:	4956/1861/1513
Wheelbase:	2850
Power:	163Kw (1.8T)
Max. Torque:	250/1500-4500 N.m/rpm(1.8T)
MSRP:	RMB129,800-176,800



Key Model – Boyue

Monthly Sales Volume of Boyue

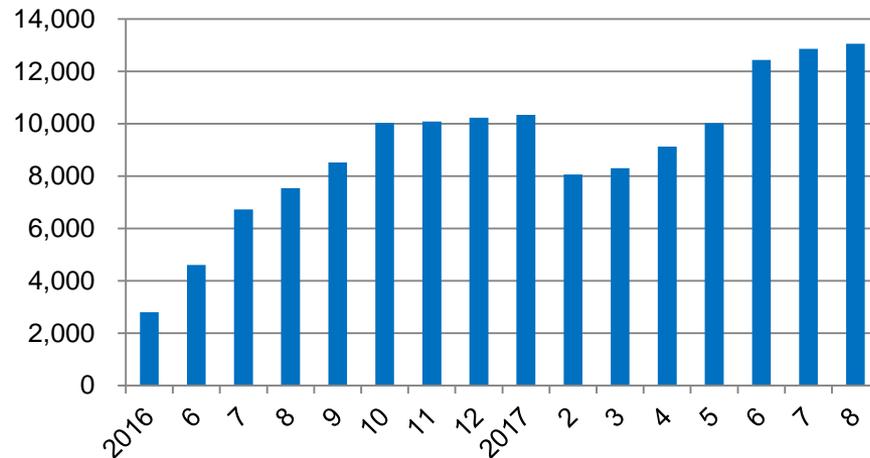


Engine:	1.8T, 2.0L
Transmissions:	6MT, 6AT
Dimension:	4519/1831/1694
Wheelbase:	2670
Power:	135Kw (1.8T)
Max. Torque:	285/1500-4000 N.m/rpm(1.8T)
MSRP:	RMB98,800-157,800



Key Product – Emgrand GS

Monthly Sales Volume of Emgrand GS



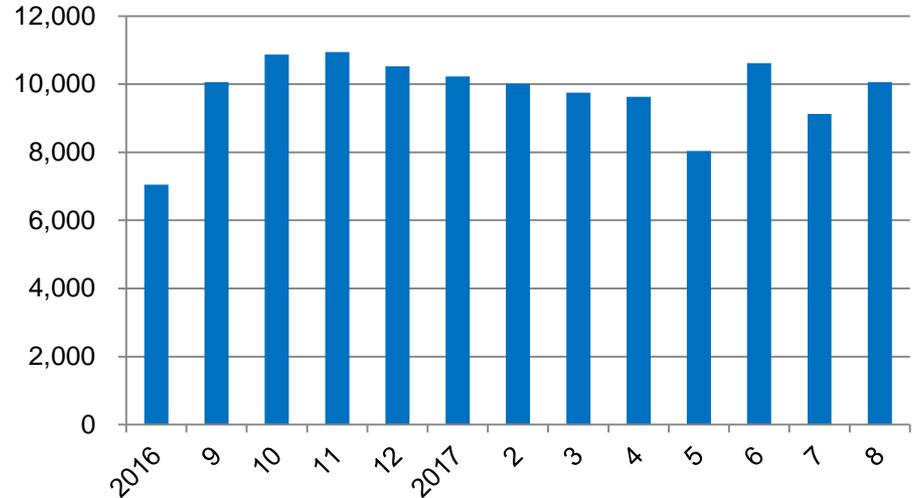
Engine:	1.3T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4440/1833/1560
Wheelbase:	2700
Power:	95kw/5500rpm (1.3T)
Max. Torque:	185/1750-4500N.m/rpm
MSRP:	RMB77,800-108,800



Key Product – Vision SUV



Monthly Sales Volume of Vision SUV



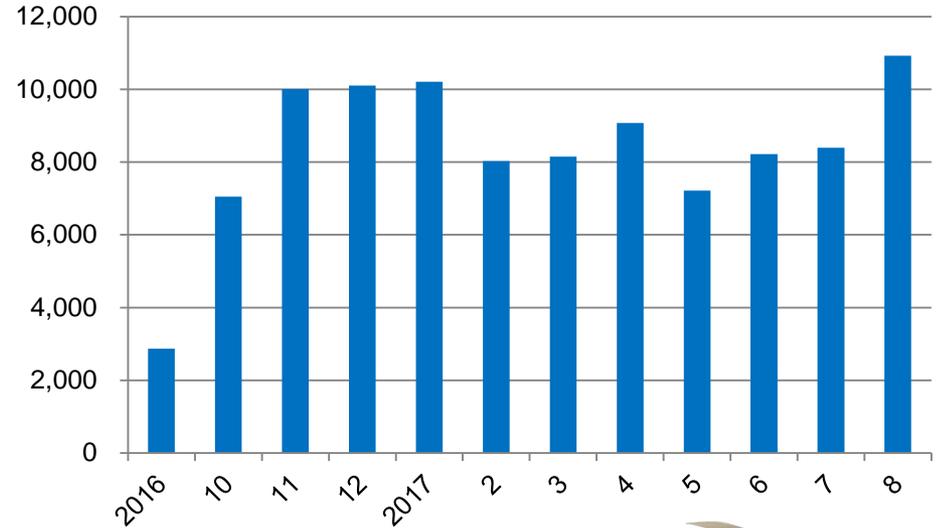
Engine:	1.3T, 1.8L
Transmissions:	8CVT, 5MT
Dimension:	4500/1834/1707
Wheelbase:	2661
Power:	98kw/5500rpm (1.3T)
Max. Torque:	185/2000-4500N.m/rpm
MSRP:	RMB81,900-101,900



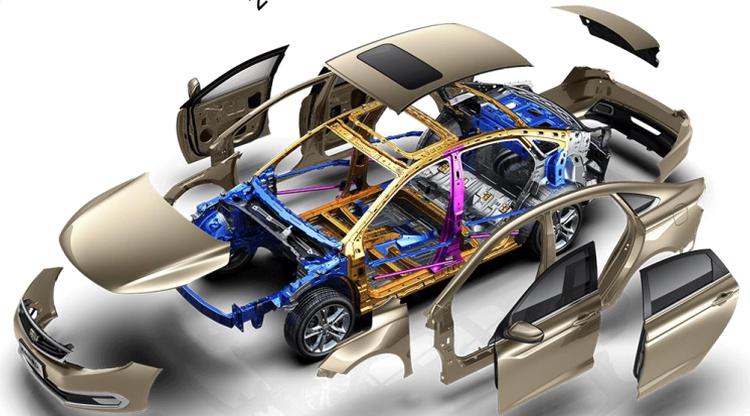
Key Model – Emgrand GL



Monthly Sales Volume of Emgrand GL



Engine:	1.3T, 1.8L
Transmissions:	6DCT, 6MT
Dimension:	4825/1802/1478
Wheelbase:	2700
Power:	95kw/5500rpm (1.3T)
Max. Torque:	185/1750-4500N.m/rpm
MSRP:	RMB78,800-113,800



New Energy Strategy



*Energy Efficiency < 5.0L/100Km
by 2020*



*Affordable PHEVs at Prices of Traditional
Cars*



*New Energy Vehicles = 90% of Total
Sales
(PHEV/HEV:65% EV:35%)*



*Successful Development of
Hydrogen/Metal Fuel Battery Vehicles*

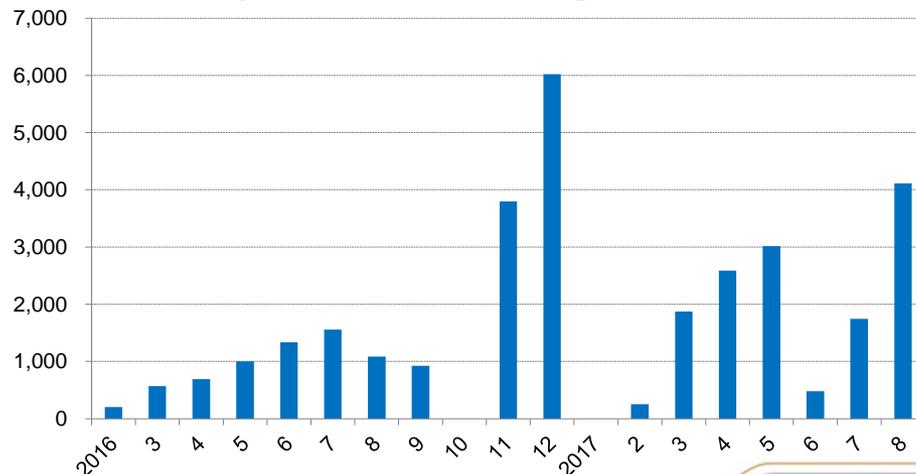


*Leading New Energy, Smart Car and
Light Weight Technologies*

- **Power/Torque: 95kw/250Nm**
- **Top Speed: 140km/h**
- **Acceleration: 4.3s (0-50km/h)**
- **Range: 330km @ 60km/h**
- **Range: 253km (combined)**
- **Battery Capacity: 45kWh (NCM)**
- **Two Charging Ports: Slow (14 hours) / Fast (48 minutes)**



Monthly Sales Volume of Emgrand EV



New Products

2017 sales volume target revised at 1,100,000 units (+44% over 2016)

- **Two new Compact SUVs, including Vision X1, Vision X3 launched**
- **Upgraded versions of existing major models**
- **New HEV, PHEV models**
- **First batch of new models from CMA (Compact Modular Architecture) platform, developed jointly by Volvo Car and Geely Auto.**



Lynk & Co

- **Global brand, Global manufacturing, European design & technologies, Innovative business model**
- **Flexible subscription and outright purchase packages**
- **Equipped with efficient car sharing technologies**
- **Supplement current market coverage by Geely (mass) and Volvo brands (premium), targeting at global high-end market segment**
- **Personal, Open and Connected**
- **Fixed and transparent prices**
- **Sold online or in dealership stores**



Lynk & Co

- Supported by new vehicle models developed from CMA
- Ultra efficient powertrains, characterized by traditional and electrified powertrains, 7-speed DCT and manual gearbox
- First vehicle model: Lynk&Co01 to be manufactured by the plant operated by Volvo Car
- 4Q 2017 in China via 200 stores in 120 cities
- Lifetime warranty, roadside assist & free data
- 1Q 2019 in Europe, followed by USA
- 10 new models by 2020



Customer Service Satisfaction



J.D.Power Asia Pacific 2017 China Customer Service Index (CSI) StudySM

Brand	Points#	Overall Rank	Sector Rank*
Geely	735	4	1
Mass Market Average	703		

based on a 1,000-point scale and study of 74 passenger vehicle brands in China

* ranking amongst Chinese domestic brands

Source: J.D.Power Asia Pacific 2017 China Customer Service Index (CSI) StudySM

Auto Finance Joint Venture



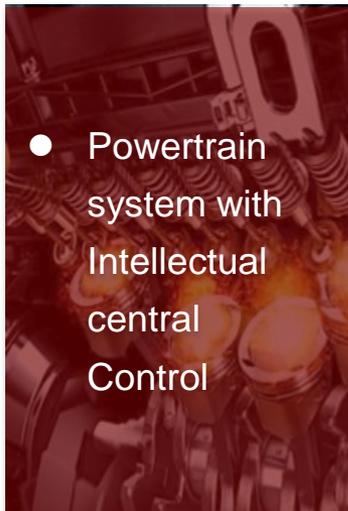
- Located in Shanghai
- RMB900m registered capital
- Commenced operation in September 2015
- Wholesales financing solutions to dealers
- Retail financing solutions to end-customers
- Focusing on Tier-1 & -2 cities initially
- Supporting both Geely and Volvo Car brands
- Progressively covering the whole China market

Geely iNTEC Structure

iN - Intelligent+Integration+IN Trend
TEC - Technology

G-POWER

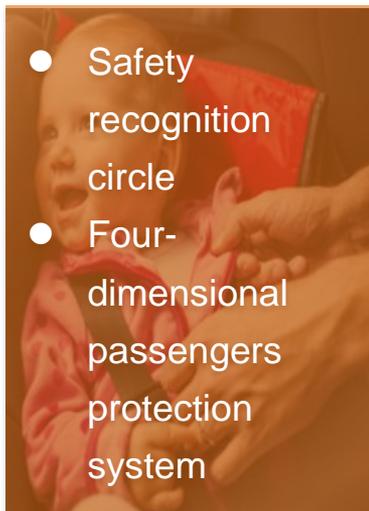
High Efficient
Powertrain
Technology



- Powertrain system with Intellectual central Control

G-SAFETY

Humanism
Safety Design



- Safety recognition circle
- Four-dimensional passengers protection system

G-PILOT

Intellectual
Driving
Technolgy



- Intellectual driving central controlling system

G-NETLINK

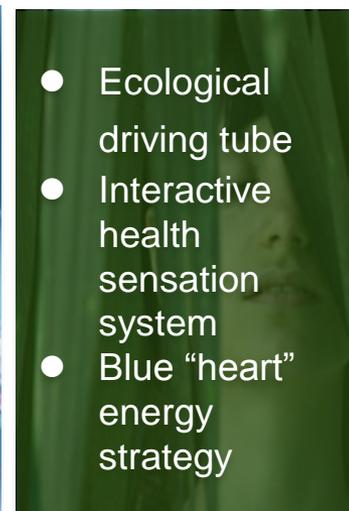
Intellectual
Mobility
System



- Intelligence-entertainment integrated digital tube

G-BLUE

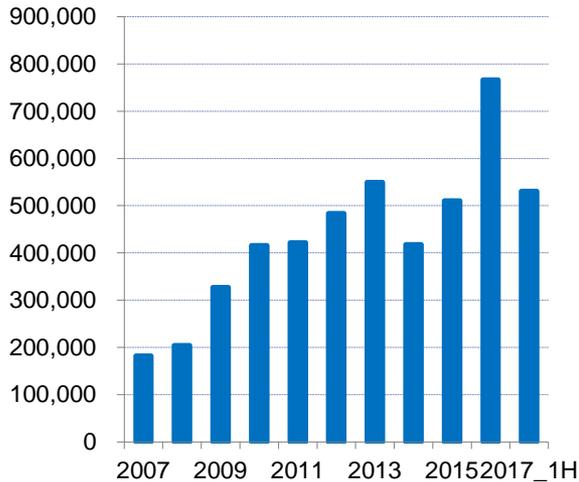
Healthy
Ecological
Techonlgy



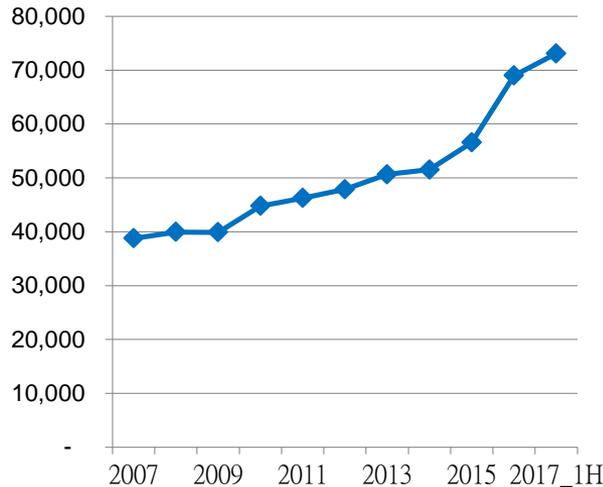
- Ecological driving tube
- Interactive health sensation system
- Blue “heart” energy strategy

Financial Performance

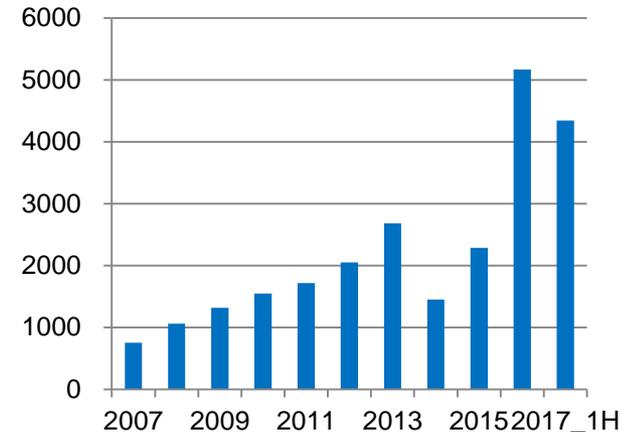
Sales Volume



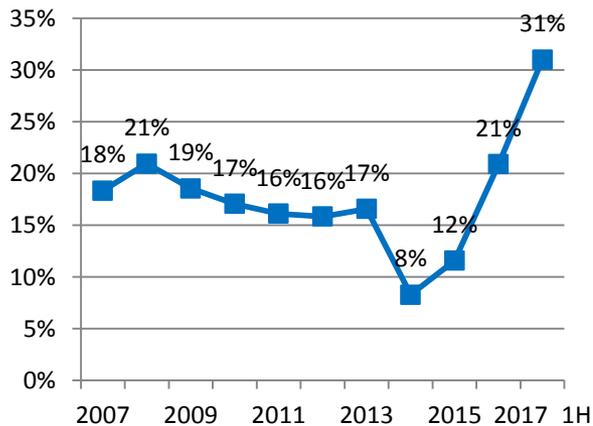
Average Ex-factory Price



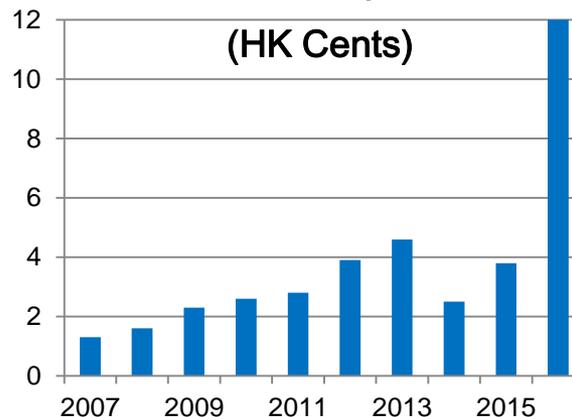
Net Profit



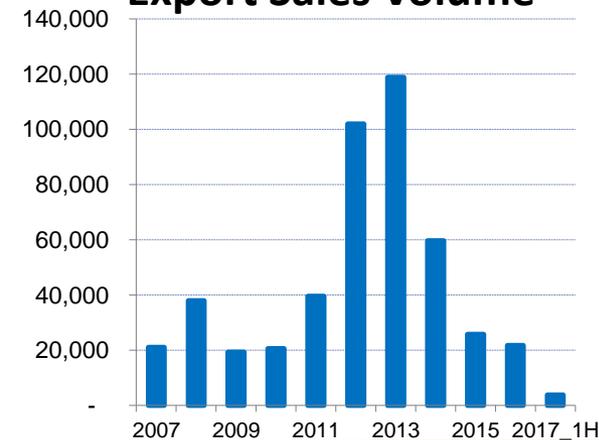
Return on Equity



Cash Dividend per Share



Export Sales Volume



Strategy

<p>Products</p>	<ul style="list-style-type: none"> • Platform and modular architecture; • Focus on powertrain technology; • In-house international design capabilities; • Joint product architecture with Volvo Car; • Focus on EV, PHEV & HEV to speed up new energy product offerings; • Strategic alliance to upgrade technologies
<p>Services</p>	<ul style="list-style-type: none"> • More than 920 dealers in China; • 24 sales agents, 489 sales and service outlets in 23 oversea countries; • Vehicle finance JV with BNP Paribas Personal Finance
<p>Branding</p>	<ul style="list-style-type: none"> • “Geely” brand for mass market; • “Lynk&Co” brand for upper market

Geely Automobile in Figures

Year started:	1998
Total workforce:	35,100 (on Dec. 31 st , 2016)
Manufacturing facilities:	9 plants in China + 1 JV plant in Belarus
Products:	10 major models under 5 platforms
Distribution network:	More than 920 dealers in China; 24 sales agents, 489 sales and service outlets in 23 oversea countries
2016 sales volume:	765,970 units (97% in China market)
2016 revenues:	US\$7.9 billion
Market Capitalization:	US\$24.0 billion (on Sep 15 th , 2017)

Important Notice

The information contained herein is meant for presentation purposes only and may not be used and relied upon by any other party. It is not to be taken in substitution for the exercise of judgement. You shall be solely responsible for making your own independent investigation of the merits of the discussions mentioned in this presentation. Geely Automobile Holdings Limited does not make any representations, warranty or guarantee as to the accuracy, completeness or correctness of the contents contained herein. The reproduction and/or dissemination of the contents herein is prohibited without our prior approval. Geely Automobile Holdings Limited and its officers, directors and employees accept no liability whatsoever for any direct or consequential loss howsoever arising from any use of this presentation or further communication given in relation to this presentation or its contents or otherwise arising in connection therewith.

Note: Sources of all data contained in this presentation are from Geely Automobile Holdings Ltd., except specified otherwise.